

Bidder #7 Lawson Products

SUCCESSFUL

VENDOR(S)

PROPOSAL(S)

MIAMI-DADE COUNTY

BID NO.: 6502-1/21

SECTION 4
BID SUBMITTAL FORM

Submit Bid To:
CLERK OF THE BOARD
Stephen P. Clark Center
111 NW 1st Street
17th Floor, Suite 202
Miami, Florida 33128-1983

OPENING: 2:00 P.M.
Wednesday
June 15, 2011



PLEASE QUOTE PRICES F.O.B. DESTINATION, FREIGHT ALLOWED, LESS
TAXES, DELIVERED IN MIAMI-DADE COUNTY, FLORIDA

NOTE: Miami-Dade County is exempt from all taxes (Federal, State, Local). Bid price should be less all taxes. Tax Exemption Certificate furnished upon request.

Issued	DPM	Date Issued:	This Bid Submittal Consists of
by: Ana	Purchasing Division	05/27/2001	Pages 17 through 29 plus
Rioseco			Affidavits

Sealed bids subject to the Terms and Conditions of this Invitation to Bid and the accompanying Bid Submittal. Such other contract provisions, specifications, drawings or other data as are attached or incorporated by reference in the Bid Submittal, will be received at the office of the Clerk of the Board at the address shown above until the above stated time and date, and at that time, publicly opened for furnishing the supplies or services described in the accompanying Bid Submittal Requirement.

**Welding Equipment, Supplies & Accessories, Pre-Qualified Pool of
Vendors**

A Bid Deposit in the amount of **N/A** of the total amount of the bid shall accompany all bids
A Performance Bond in the amount of **N/A** of the total amount of the bid will be required upon
execution of the contract by the successful bidder and Miami-Dade County.

DO NOT WRITE IN THIS SPACE	
ACCEPTED _____	HIGHER THAN LOW _____
NON-RESPONSIVE _____	NON-RESPONSIBLE _____
DATE B.C.C. _____	NO BID _____
ITEM NOS. ACCEPTED _____	
COMMODITY CODE:	895,895-27,895-50,895-70, 895-72, 895-74, 895-90, 895-92 & 895-94
Procurement Contracting Officer I	Ana M. Rioseco

RETURN ONE ORIGINAL AND TWO COPIES OF BID SUBMITTAL PAGES AND AFFIDAVITS.

**FAILURE TO COMPLETE THE CERTIFICATION REGARDING LOCAL PREFERENCE ON
PAGE 29 OF SECTION 4, BID SUBMITTAL FORM SHALL RENDER THE VENDOR INELIGIBLE
FOR LOCAL PREFERENCE**

**FAILURE TO SIGN PAGE 29 OF SECTION 4, BID SUBMITTAL FORM, WILL RENDER YOUR
BID NON-RESPONSIVE**

COPY

**SECTION 4
BID SUBMITTAL**

Welding Equipment, Supplies & Accessories, Pre-Qualified Pool of Vendors

FIRM NAME: Lawson Products, Inc.

CHECKLIST FOR REQUIRED ATTACHMENTS:

This checklist must be completed by all bidders.

Refer to the details in Section 2, Paragraph 2.6.

<u>Reference:</u>	<u>Summarized Requirement:</u>	<u>Initial As Completed:</u>
Paragraph 2.6.3.1	Provide complete office address: <u>1666 East Touhy Avenue, Des Plaines, IL 60018</u> 	<u>FE</u>
Paragraph 2.6.3.2	Enter your firm's dedicated phone and facsimile (FAX) machine number, including area code: Phone No. <u>(561) 694-1288</u> Fax No. <u>(561) 624-1170</u> Enter your firm's e-mail address: E-mail: <u>Ron.DErrico@lawsonproducts.com</u>	<u>FE</u>

**SECTION 4
BID SUBMITTAL**

Welding Equipment, Supplies & Accessories, Pre-Qualified Pool of Vendors

FIRM NAME: Lawson Products, Inc.

Refer to the details in Paragraph 2.6 to insure that your firm's responses and attachments comply with the solicitation's requirements.

Reference:
Paragraph
2.6.3.3

List references from customers to whom your firm has delivered welding equipment, supplies, and accessories. These references shall ascertain to the County that your firm sufficient expertise in this industry.

(1) Company Name: Waste Management (Delta Recycling)
 Contact Person's Name: Richard Finston
 Contact Person's Title: Operations Manager
 Customer's Address: 1951 Powerline rd. Pompano Beach, Fl. 33069
 Customer's Telephone #: 954 974 3802
 Customer's E-mail Address: rfinston@wm.com

(2) Company Name: Thomas Produce Co.
 Contact Person's Name: Andy Catalano
 Contact Person's Title: purchasing agent
 Customer's Address: 9905 Clintmore Rd. Boca Raton, Fl. 33496
 Customer's Telephone #: 561 451 9616
 Customer's e-mail address: andy@thomasproduce.com

MIAMI-DADE COUNTY

BID NO.: 6502-1/21

SECTION 4
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Welding Equipment, Supplies & Accessories, Pre-Qualified Pool of Vendors

FIRM NAME: Lawson Products inc.

Refer to the details in Paragraph 2.6 to insure that your firm's responses and attachments comply with the solicitation's requirements.

Reference:
Paragraph
2.6.3.3

List references from customers to whom your firm has delivered welding equipment, supplies, and accessories. These references shall ascertain to the County that your firm sufficient expertise in this industry.

(1) Company Name: Boca West Country Club

Contact Person's Name: Mark Wonacott

Contact Person's Title: Facilities Manager

Customer's Address: 19994 Boca West Drive, Boca Raton FL 33434

Customer's Telephone #: 561 488 6993

Customer's E-mail Address: mwonacott@bocawestcc.org

(2) Company Name: Thomas Produce Co.

Contact Person's Name: Andy Catalano

Contact Person's Title: purchasing agent

Customer's Address: 9905 Clintmore Rd, Boca Raton, FL 33496

Customer's Telephone #: 561 451 9616

Customer's e-mail address: andy@thomasproduce.com

**SECTION 4
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Welding Equipment, Supplies & Accessories, Pre-Qualified Pool of Vendors

FIRM NAME: Lawson Products, Inc.

GROUP 1 – PRE-QUALIFICATION OF BIDDERS FOR THE PURCHASE OF ELECTRICAL WELDING SUPPLIES AND ACCESSORIES

Enter the manufacturer lines / brand names for the **electrical welding supplies and accessories** including, but not limited to: welding rod (electrodes), ground clamps, valves gauges, cutting tips, soapstone, strikers, nozzle torches, tip cleaners that will be available from your firm (Reference: Paragraph 2.6).

ELECTRICAL WELDING SUPPLIES AND ACCESSORIES	Manufacturer Lines / Brand Names	Manufacturer Lines / Brand Names
	↓	↓
	Lawson Products / Lawson Products Welding	
	Lawson Products / Cronatron Welding Sys.	
	Lawson Products Certanium Welding Alloys	
	Lawson Products / Drummond American Products	
	Lawson Products / Jackson products	
	Lawson Products / Lincoln Electric	
	Lawson Products / Miller Electric	
	Lawson Products / Victor Products	
	Lawson Products / Tillman	
	Lawson Products / Tweco	
	Lawson Products / S&K	

(Copy this page if necessary to list additional products)

**SECTION 4
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Welding Equipment, Supplies & Accessories, Pre-Qualified Pool of Vendors

FIRM NAME: Lawson Products, Inc.

GROUP 2 – PRE-QUALIFICATION OF BIDDERS FOR THE PURCHASE OF GAS WELDING SUPPLIES & ACCESSORIES

Enter the manufacturer lines / brand names for the **gas welding supplies and accessories** including, but not limited to: flow meters, cryogenic hoses, mixers, check valves, gas cylinder hand trucks that will be available from your firm (Reference: Paragraph 2.6).

GAS WELDING SUPPLIES AND ACCESSORIES	Manufacturer Lines / Brand Names	Manufacturer Lines / Brand Names
	↓	↓
	Lawson Products / <u>Lawson</u> Products	
	Lawson Products / Cronatron Welding	
	Lawswon Products / Certanium Welding	
	Lawson Products / <u>Victor</u> Products	
	Lawson Products / <u>Harris</u> Products	

(Copy this page if necessary to list additional products)

**SECTION 4
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Welding Equipment, Supplies & Accessories, Pre-Qualified Pool of Vendors

FIRM NAME: Lawson Products, Inc.

GROUP 3 – PRE-QUALIFICATION OF BIDDERS FOR THE PURCHASE OF REGULATORS, TORCHES AND ACCESSORIES

Enter the manufacturer lines / brand names for the **regulators, torches and accessories** including, but not limited to: single stage regulators, single cylinder & manifold regulators, regulators for disposable tanks, check valves, torch kits, hoses, torch tips that will be available from your firm (Reference: Paragraph 2.6).

REGULATORS, TORCHES AND ACCESSORIES	Manufacturer Lines / Brand Names	Manufacturer Lines / Brand Names
	↓	↓
	Lawson Products / <u>Lawson</u> Products	
	Lawson Products / Cronatron Welding	
	Lawson Products / <u>Victor</u> Products	
	Lawson Products / <u>Miller</u> Electric	
	Lawson Products / <u>Harris</u> Products	

(Copy this page if necessary to list additional products)

**SECTION 4
BID SUBMITTAL**

Welding Equipment, Supplies & Accessories, Pre-Qualified Pool of Vendors

FIRM NAME: Lawson Products, Inc.

GROUP 4 – PRE-QUALIFICATION OF BIDDERS FOR THE PURCHASE REBUILT REGULATORS

Enter the manufacturer lines / brand names for the **rebuilt regulators** (with exchange of used like model regulator) including, but not limited to, oxyacetylene, nitrogen, oxygen and acetylene regulators that will be available from your firm (Reference: Paragraph 2.6).

REBUILT REGULATORS (WITH EXCHANGE OF USED LIKE MODEL REGULATOR)	Manufacturer Lines / Brand Names ↓	Manufacturer Lines / Brand Names ↓
	NONE	

(Copy this page if necessary to list additional products)

**SECTION 4
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Welding Equipment, Supplies & Accessories, Pre-Qualified Pool of Vendors

FIRM NAME: Lawson Products, Inc.

GROUP 5 – PRE-QUALIFICATION OF BIDDERS FOR THE PURCHASE OF SAFETY WEAR ITEMS

Enter the manufacturer lines / brand names for the **safety wear items** including, but not limited to, goggles, welding helmets, gloves and personal protection items that will be available from your firm (Reference: Paragraph 2.6).

SAFETY WEAR ITEMS	Manufacturer Lines / Brand Names ↓	Manufacturer Lines / Brand Names ↓
	Lawson Products / Lawson Products ✓	
	Lawson Products / Cronatron Welding —	
	Lawson Products / Tillman ✓	
	Lawson Products / Jackson Products ✓	
	Lawson Products / DuPont —	
	Lawson Products / Ansell Gloves —	
	Lawson Products / North Respiratory Protection —	
	Lawson Products / 3M ✓	
	Lawson Products / M.S.A. —	
	Lawson Products / AOSafety Glasses —	
	Lawson Products / Crews —	

(Copy this page if necessary to list additional products)

**SECTION 4
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Welding Equipment, Supplies & Accessories, Pre-Qualified Pool of Vendors

FIRM NAME: Lawson Products, Inc.

GROUP 6 – PRE-QUALIFICATION OF BIDDERS FOR THE PURCHASE OF WELDING AND METAL CUTTING EQUIPMENT & ACCESSORIES

Enter the manufacturer lines / brand names for the **welding and metal cutting equipment and accessories** including, but not limited to, MIG (metal inert gas) welders, TIG (tungsten inert gas) welders, Stick welders, Gas, LP or Diesel Engine-driven welders/AC Generators, and plasma cutters that will be available from your firm (Reference: Paragraph 2.6).

WELDING AND METAL CUTTING EQUIPMENT & ACCESSORIES	Manufacturer Lines / Brand Names ↓	Manufacturer Lines / Brand Names ↓
	Lawson Products / Cronatron Welding Sys.	
	Lawson Products / Miller	
	Lawson Products / Thermal Dynamics	
	Lawson Products / Victor	

(Copy this page if necessary to list additional products)

SECTION 4
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Welding Equipment, Supplies & Accessories, Pre-Qualified Pool of Vendors

FIRM NAME: Lawson Products, Inc.

GROUP 7 – PRE-QUALIFICATION OF BIDDERS FOR THE PURCHASE OF CHEMICALS USED IN ELECTRIC, GAS AND METAL CUTTING APPLICATIONS

Enter the manufacturer lines / brand names for the **chemicals used in electric, gas, and metal cutting** items including, but not limited to, fluxes, lubricants, weld-through primers, splatter guard, coolants and chemical treatments that will be available from your firm (Reference: Paragraph 2.6).

CHEMICALS USED IN ELECTRIC, GAS AND METAL CUTTING APPLICATIONS	Manufacturer Lines / Brand Names	Manufacturer Lines / Brand Names
	↓	↓
	Lawson Products / Lawson Products (chemicals)	
	Lawson Products. / Cronatron Welding Sys.	
	Lawson Products / Drummond American Chemical	
	Lawson Products / High Solids Primers	

(Copy this page if necessary to list additional products)

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Welding Equipment, Supplies & Accessories, Pre-Qualified Pool of Vendors

FIRM NAME: Lawson Products, Inc.

GROUP 8 – PRE-QUALIFICATION OF BIDDERS FOR THE PURCHASE OF MISCELLANEOUS ITEMS

Enter the manufacturer lines / brand names for miscellaneous items

MISCELLANEOUS ITEMS	Manufacturer Lines / Brand Names	Manufacturer Lines / Brand Names
	↓	↓
	Lawson Products / Lawson Products ✓	
	Lawson Products / Cronatron Welding	
	Lawson Products / Certanium Alloys	
	Lawson Products / Drummond American	

(Copy this page if necessary to list additional products)

**SECTION 4
BID SUBMITTAL FOR:**

Welding Equipment, Supplies & Accessories, Pre-Qualified Pool of Vendors

ACKNOWLEDGEMENT OF ADDENDA

INSTRUCTIONS: COMPLETE PART I OR PART II, WHICHEVER APPLIES

PART I:

LIST BELOW ARE THE DATES OF ISSUE FOR EACH ADDENDUM RECEIVED IN
CONNECTION WITH THIS BID

Addendum #1, Dated _____

Addendum #2, Dated _____

Addendum #3, Dated _____

Addendum #4, Dated _____

Addendum #5, Dated _____

Addendum #6, Dated _____

Addendum #7, Dated _____


Addendum #8, Dated _____

PART II:

☒ NO ADDENDUM WAS RECEIVED IN CONNECTION WITH THIS BID

FIRM NAME: Lawson Products, Inc.

AUTHORIZED SIGNATURE:


Frank J. Ziegler

DATE: June 13, 2011

TITLE OF OFFICER: Vice President & Counsel



BID SUBMITTAL FORM

Bid Title: WELDING EQUIPMENT, SUPPLIES AND ACCESSORIES, PRE-QUALIFIED POOL OF VENDORS

By signing this Bid Submittal Form the Bidder certifies that it satisfies all legal requirements (as an entity) to do business with the County, including all Conflict of Interest and Code of Ethics provisions in Section 2-11 of the Miami-Dade County Code. Any County employee or member of his or her immediate family seeking to contract with the County shall seek a conflict of interest opinion from the Miami-Dade County Ethics Commission prior to submittal of a Bid response or application of any type to contract with the County by the employee or his or her immediate family and file a copy of that request for opinion and any opinion or waiver from the Board of County Commissioners with the Clerk of the Board. The affected employee shall file with the Clerk of the Board a statement in a form satisfactory to the Clerk disclosing the employee's interest or the interest of his or her immediate family in the proposed contract and the nature of the intended contract at the same time as or before submitting a Bid, response, or application of any type to contract with the County. Also a copy of the request for a conflict of interest opinion from the Ethics Commission and any corresponding opinion, or any waiver issued by the Board of County Commissioners, must be submitted with the response to the solicitation.

In accordance with Sec. 2-11.1(s) of the County Code as amended, prior to conducting any lobbying regarding this solicitation, the Bidder must file the appropriate form with the Clerk of the Board stating that a particular lobbyist is authorized to represent the Bidder. Failure to file the appropriate form in relation to each solicitation may be considered as evidence that the Bidder is not a responsible contractor.

The Bidder confirms that this Bid is made without prior understanding, agreement, or connection with any corporation, firm, or person submitting a Bid for the same goods and/or services and in all respects is without collusion, and that the Bidder will accept any resultant award. Further, the undersigned acknowledges that award of a contract is contingent upon vendor registration. Failure to register as a vendor within the specified time may result in your firm not being considered for award.

Pursuant to Miami-Dade County Ordinance 94-34, any individual, corporation, partnership, joint venture or other legal entity having an officer, director, or executive who has been convicted of a felony during the past ten (10) years shall disclose this information prior to entering into a contract with or receiving funding from the County.

☐ Place a check mark here only if bidder has such conviction to disclose to comply with this requirement.

LOCAL PREFERENCE CERTIFICATION: For the purpose of this certification, a "local business" is a business located within the limits of Miami-Dade County (or Broward County in accordance with the Interlocal Agreement between the two counties) that conforms with the provisions of Section 1.10 of the General Terms and Conditions of this solicitation and contributes to the economic development of the community in a verifiable and measurable way. This may include, but not be limited to, the retention and expansion of employment opportunities and the support and increase to the County's tax base.

☐ Place a check mark here only if affirming bidder meets requirements for Local Preference. **Failure to complete this certification at this time (by checking the box above) shall render the vendor ineligible for Local Preference.**

LOCAL CERTIFIED SERVICE-DISABLED VETERAN BUSINESS ENTERPRISE CERTIFICATION: A Local Certified Service-Disabled Veteran Business Enterprise is a firm that is (a) a local business pursuant to Section 2-8.5 of the Code of Miami-Dade County and (b) prior to bid submission is certified by the State of Florida Department of Management Services as a service-disabled veteran business enterprise pursuant to Section 295.187 of the Florida Statutes.

☐ Place a check mark here only if affirming bidder is a Local Certified Service-Disabled Veteran Business Enterprise. A copy of the certification must be submitted with this proposal.

COUNTY USER ACCESS PROGRAM (UAP): Joint purchase and entity revenue sharing program

For the County's information, the bidder is requested to indicate, at 'A' and 'B' below, its general interest in participating in the Joint Purchase Program of the County User Access Program (UAP) described in Section 2.21 of this contract solicitation, if that section is present in this solicitation document. Vendor participation in the Joint Purchase portion of the UAP is voluntary, and the bidder's expression of general interest at 'A' and 'B' below is for the County's information only and shall not be binding on the bidder.

A. If awarded this County contract, would you be interested in participating in the Joint Purchase portion of the UAP with respect to other governmental, quasi-governmental or not-for-profit entities located within the geographical boundaries of Miami-Dade County?

Yes X No

B. If awarded this County contract, would you be interested in participating in the Joint Purchase portion of the UAP with respect to other governmental, quasi-governmental or not-for-profit entities located outside the geographical boundaries of Miami-Dade County?

Yes X No

Firm Name: Lawson Products, Inc.

Street Address: 1666 East Touhy Avenue, Des Plaines, Illinois 60018

Mailing Address (if different):

Telephone No. (561) 694-1288

Fax No. (561) 624-1170

Email Address: Ron.DErrico@lawsonproducts.com

FEIN No. 8 / 0 - 0 / 4 / 9 / 6 / 6 / 0 / 3

Prompt Payment Terms: 1 % ten days net 30 days

***"By signing this document the bidder agrees to all Terms and Conditions of this Solicitation and the resulting Contract" (Please see paragraph 1.2 H of General Terms and Conditions)**

Signature: Frank J. Ziegler (Signature of authorized agent)

Print Name: Frank J. Ziegler Title: Vice President & Counsel

THE EXECUTION OF THIS FORM CONSTITUTES THE UNEQUIVOCAL OFFER OF PROPOSER TO BE BOUND BY THE TERMS OF ITS PROPOSAL. FAILURE TO SIGN THIS SOLICITATION WHERE INDICATED ABOVE BY AN AUTHORIZED REPRESENTATIVE SHALL RENDER THE PROPOSAL NON-RESPONSIVE. THE COUNTY MAY, HOWEVER, IN ITS SOLE DISCRETION, ACCEPT ANY PROPOSAL THAT INCLUDES AN EXECUTED DOCUMENT WHICH UNEQUIVOCALLY BINDS THE PROPOSER TO THE TERMS OF ITS OFFER.

References checked

port:

Lawson

Andrew Catalano
Purchasing agent
Thomas Produce Co.
Boca Raton, FL.
andy@thomasproduce.com

How long have you been a customer of the company?

I have been in this position for Six years, they were an approved vender before that.

What types of services has the company provided to you?

Welding supplies and accessories.

What do you feel is the most positive aspect of the company?

Ron D'Errico's knowledge and service.

Has your firm purchased any welding equipment, supplies, accessories and/or related welding items from Lawson Products Inc?

Yes, on a regular basis.

When problems occur, does the company respond in a timely manner?

I received One incorrect order in Six years. Ron had it corrected the next day.

How accessible are the company's personnel who direct, supervise and/or perform work?

I have never had A problem contacting or communicating with Mr. D'Errico.

Do you receive value for the price you pay when contracting with this company? Why?
Would you use this company again?

While the quality of lesser brands is often questionable, We have never had A problem with the consistency or quality of Lawson Products. Yes we intend to continue doing business with Mr. D'Errico and Lawson indefinitely.

Would you recommend this company?

Yes I would and I do.

Boca West Country Club
Mark Wonacott
Facilities Manager
561-488-6993
mwonacott@bocawestcc.org

How long have you been a customer of the company?

[Mark Wonacott] 8 years. Boca West CC was already a customer of Lawson Products for some years prior to my taking the Equipment Manager position in 2003.

What types of services has the company provided to you?

[Mark Wonacott] Lawson Products supplies us with welding, metal fabrication and general shop supplies.

What do you feel is the most positive aspect of the company?

[Mark Wonacott] Lawson's product line is very wide and the customer service we get from Ron is excellent.

Has your firm purchased any welding equipment, supplies, accessories and/or related welding items from Lawson Products Inc?

[Mark Wonacott] Yes. That and metal fabrication supplies are the primary products we purchase from Lawson.

When problems occur, does the company respond in a timely manner?

[Mark Wonacott] Yes

How accessible are the company's personnel who direct, supervise and/or perform work?

[Mark Wonacott] Very.

Do you receive value for the price you pay when contracting with this company? Why?

[Mark Wonacott] I ensure we get good value from our vendors by making certain the products we purchase are very good quality products and that the customer service is exemplary.

Would you use this company again?

[Mark Wonacott] Yes.

Would you recommend this company?

[Mark Wonacott] Yes.